

**C190013V2 Gaming Market Study**

**STATEMENT OF WORK**

This Statement of Work ("SOW") includes requested services in accordance with the Gaming Market Study #C190013V2 entered into by and between the New York State Gaming Commission (the "Commission"), and Spectrum Gaming Group.

**Commencement Date:** Upon approval of the Office of State Comptroller  
**Estimated Completion Date:** June 30, 2020  
**Estimated Cost:** \$47,000

**Detailed description of work to be performed, staffing, pricing, and deliverable:**

The final report shall clearly and distinctly reflect the impact of COVID-19. Specifically, whether the financial projections in the report reflect any impact from the pandemic and upon what assumptions these impacts were based.

Given that Governor Andrew M. Cuomo has articulated a regionally phased approach in which commercial casinos and video lottery gaming facilities might open, the report shall reflect the short-term potential market change for casinos and video lottery gaming as some may open sooner than others; the potential impact of social distancing; forecast when patrons may be reasonably expected to return to facilities; and when a return to pre-COVID-19 attendance be expected, if at all; implications to the three potential additional downstate licenses; and impact on revenue expectations for iLottery, mobile sports wagering and iGaming due to the pandemic.

Michael Pollock  
 Managing Director: 65 hours x \$375/hr = \$24,375

Joseph Weinert  
 Executive Vice President: 40 hours x \$325/hr = \$13,000

Matt Roob  
 Senior VP Financial Analysis: 75 hours x \$275/hr = \$20,625

Scott Fisher  
 PHD Gaming Revenue Analysis: 20 hours x \$275/hr = \$5,500

**Total: 200 hours \$63,500**  
**Discount (\$16,500) = \$47,000**

SPECTRUM GAMING GROUP

By: Michael Pollock  
Title: Managing Director, Spectrum Gaming  
Date: June 11, 2020

NEW YORK STATE GAMING COMMISSION

By: [Signature]  
Title: EXECUTIVE DIRECTOR  
Date: June 16, 2020

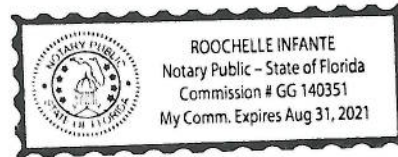
OFFICE OF THE STATE COMPTROLLER  
Thomas P. DiNapoli

By: _____	APPROVED DEPT. OF AUDIT & CONTROL
Title: _____	Jun 30 2020 Elizabeth Gadomski
Date: _____	FOR THE STATE COMPTROLLER

**Acknowledgement**

**ACKNOWLEDGEMENT BY INDIVIDUAL**

STATE OF \_\_\_\_\_ )  
 ) ss.:  
COUNTY OF \_\_\_\_\_ )



On this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_, before me personally came \_\_\_\_\_, to me known and known to me to be the person described in and who executed the foregoing instrument and he/she acknowledged to me that he/she executed the same.

\_\_\_\_\_  
Notary Public

**ACKNOWLEDGEMENT BY UNINCORPORATED ASSOCIATION**

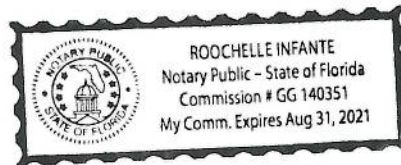
STATE OF \_\_\_\_\_ )  
 ) ss.:  
COUNTY OF \_\_\_\_\_ )

On this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_, before me personally came \_\_\_\_\_, to me known and known to me to be the person described in and who executed the above instrument, who, being duly sworn by me, did for himself/herself depose and say that he/she is a member of the firm of \_\_\_\_\_ and that he/she executed the foregoing instrument in the firm name of \_\_\_\_\_, and that he/she had authority to sign same, and he/she did duly acknowledge to me that he/she executed the same as the act and deed of said firm of \_\_\_\_\_, for the uses and purposes mentioned therein.

\_\_\_\_\_  
Notary Public

**ACKNOWLEDGEMENT BY CORPORATION**

STATE OF FLORIDA )  
 ) ss.:  
COUNTY OF MIAMI-DADE )



On this 11<sup>th</sup> day of June, in the year 2020 before me personally came Michael Pollock, to me known, who, being by me duly sworn did depose and say that he/she resides in Jupiter, Florida; that he/she is the Managing Director of the Spectrum Gaming Group, the corporation described in and which executed the above instrument; that he/she knows the seal of said corporation; that the seal affixed to said instrument is such a corporate seal, that it was so affixed by the order of the Board of Directors of said corporation, and that he he/she signed his/her name thereto by like order.

R Infante  
\_\_\_\_\_  
Notary Public